

Message Text

SECRET

PAGE 01 ABU DH 00443 221058Z

14

ACTION SS-25

INFO OCT-01 ISO-00 SSO-00 /026 W
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R 221000Z FEB 76

FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC 3947

S E C R E T ABU DHABI 0443

EXDIS

E.O. 11652: GDS

TAGS: MASS, TC

SUBJECT: RAYTHEON INTEREST IN SELLING HAWKS TO ABU DHABI

1. RAYTHEON REP MASARA CALLED ON AMBASSADOR FEB 18 WITH MAIN PURPOSE OF DISCUSSING POSSIBILITY OF HAWK SALES TO ADDF. MASARA SAID HE WOULD NOT WISH TO DISCUSS SUBJECT WITH ADDF WITHOUT FIRST GETTING READING ON US POLICY WITH RESPECT SUCH SALE. AMBASSADOR SAID HE WONDERED TO BEGIN WITH WHETHER ADDF COULD BE INTERESTED IN HAWKS INASMUCH AS IT HAD JUST PURCHASED RAPIERS AND WAS TRYING TO GET UNHOOKED FROM SOME KIND OF COMMITMENT TO BUY CROTALES AS WELL. IN ANY CASE, SAID AMBASSADOR, ADDF DID NOT IN HIS VIEW NEED MISSILE SYSTEM OF ANY SORT IN PRESENT OR FORESEEABLE CIRCUMSTANCES AND HE DOUYHAJ USG WOULD APPROVE SUCH SALE. AMBASSADOR ALSO ALLUDED TO CURRENT CONGRESSIONAL SENSITIVITY TO ARMS SALES TO GULF COUNTRIES, ADDITIONAL FACTOR WHICH EXECUTIVE BRANCH WOULD HAVE TO TAKE INTO ACCOUNT.

2. MASARA ALSO EXPRESSED INTEREST IN POSSIBILITY OF RAYTHEON TENDERING FOR AVIONICS EQUIPMENT AT BOTH MILITARY AND NEW CIVIL AIRPORTS IN ABU HABI. WE BRIEFED HIM ON THESE PROJECTS, SUGGESTING RAYTHEON BE IN TOUCH WITH ENGINEERING CONSULTANTS, BECHTEL AND AEROPORT DE PARIS RESPECTIVELY. WE ALSO RECOMMENDED THAT RAYTHEON SUBSIDIARY UNITED ENGINEERING TAKE MORE ACTIVE INTEREST IN LUCRATIVE MAJOR CONSTRUCTION CONTRACTS IN UAE.

STERNER

SECRET

NNN

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